

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 289700

23 45

ORIGIN AF-08

INFO OCT-01 ISO-00 AID-05 COME-00 EB-07 OPIC-03 /024 R

DRAFTED BY AF/W-RJKOTT:DFP

APPROVED BY AF/W-RHOUEK

AID/SER/CFS- DILEGGE (INFO)

USDOC/MEPD- JSMITH (INFO)

----- 010229

O 261403Z NOV 76 ZFF4

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS NIACT IMMEDIATE

LIMITED OFFICIAL USE STATE 289700

FOR CAHILL OR CLEW FROM AF/W-RJKOTT

E.O. 11652:N/A

TAGS: BENC, SOCI, EAID, NI

SUBJECT: NEW CAPITAL: ROUSE CORP

REF: A) LAGOS 13212; B) LAGOS 13127 AND PREVIOUS; C)
STATE 282875

1. AF/W DISCUSSED CONTENTS REFTELS WITH MR. JAMES ROUSE WHO EXPRESSED SURPRISE THAT HIS FIRM WAS HELD IN SUCH HIGH ESTEEM BY CDA'S EBONG. ROUSE EXPLAINED REASON FOR WITHDRAWAL FROM CAPITAL PROJECT NOT DUE PRIMARILY TO EXPERIENCE OF RECENT LAGOS VISIT BY ROUSE REPRESENTATIVE CARL HOUSE (REFTEL C) BUT BECAUSE ROUSE FIRMLY CONVINCED CDA TAKING WRONG APPROACH TO PROJECT PLANNING. ROUSE'S PHILOSOPHY IS THAT SOCIO/ECONOMIC PLANNING CANNOT BE SUCCESSFULLY SEPARATED FROM PHYSICAL PLANNING OF NEW CITY, THUS FIRM BOWED OUT OF POTENTIAL DOLS ONE TO TWO MILLION CONTRACT ON MATTER OF PROFESSIONAL PRINCIPLE (ALTHOUGH THIS NOT CLEARLY STATED IN FIRM'S LETTER TO EBONG FOR ETHICAL REASONS)

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 289700

2. ROUSE NOT AWARE EBONG HELD FIRM IN SUCH HIGH ESTEEM NOR

DID ROUSE REALIZE NEGATIVE IMPLICATIONS FOR OTHER U.S. FIRMS SHOULD IT WITHDRAW TOTALLY FROM CAPITAL PROJECT. BASED ON INFORMATION GIVEN COMPANY BY DEPTO F (REFTELS A AND B), ROUSE UNDERGOIG CHANGE OF HEART AND OFFERED

CALL ON EBONG HERE NEXT WEEK TO DISCUSS ITS APPROACH TO CAPITAL PLANNING. AT VERY LEAST, FIRM COMMITTED ITSELF TO PROVIDING EBONG WITH PERSONAL EXPLANATION OF REASONS FOR WITHDRAWAL. IN ADDITION, ROUSE SAID FIRM'S REPRESENTATIVE WILL ATTEMPT REOPEN DISCUSSIONS WITH EBONG IN ORDER TO DEMONSTRATE VALIDITY OF ITS APPROACH TO PLANNING. ROUSE WILL OFFER QUOTE WHATEVER ASSISTANCE IT CAN TO HELP EBONG UNQUOTE AND WILL RECONSIDER FULL PARTICIPATION IF ITS TERMS ARE MET.

3. PLEASE INFORM EBONG ROUSE CORP REPRESENTATIVE LEO MOLINARO WILL CALL ON HIM EITHER NOVEMBER 29 OR DECEMBER 2 OR 3. ROBINSON

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONTRACTS, INVESTMENT PROGRAMS, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 26 NOV 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE289700
Document Source: CORE
Document Unique ID: 00
Drafter: RJKOTT:DFF
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760442-0085
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761111/aaaaajkv.tel
Line Count: 79
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 LAGOS 13212, 76 LAGOS 13127
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 27 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 JUL 2004 by coburnhl>; APPROVED <18 OCT 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: NEW CAPITAL: ROUSE CORP
TAGS: BENC, SOCI, EAID, NI, US, ROUSE CORP, (EBONG), (ROUSE, JAMES), (MOLINERO, LEO)
To: LAGOS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006